

# Juan Carlos Sosa Varela

## List of Publications by Year in descending order

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Version: 2024-02-01

40  
papers

775  
citations

687220

13  
h-index

552653

26  
g-index

45  
all docs

45  
docs citations

45  
times ranked

660  
citing authors

#	ARTICLE	IF	CITATIONS
1	RELQUAL-determinants on Satisfaction in Buyer-Supplier Relationship of Puerto Rican SMEs: An Abstract. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2020, , 151-152.	0.1	0
2	Validating and expanding a framework of a triple bottom line dominant logic for business sustainability through time and across contexts. <i>Journal of Business and Industrial Marketing</i> , 2019, 34, 95-116.	1.8	46
3	Validating trust and commitment as mediators between economic and non-economic satisfaction in Puerto Rican buyer-supplier relationships. <i>International Journal of Procurement Management</i> , 2019, 12, 391.	0.1	5
4	Developing a theory of focal company business sustainability efforts in connection with supply chain stakeholders. <i>Supply Chain Management</i> , 2018, 23, 16-32.	3.7	38
5	Framing the triple bottom line approach: Direct and mediation effects between economic, social and environmental elements. <i>Journal of Cleaner Production</i> , 2018, 197, 972-991.	4.6	161
6	The Mediating Effect of Trust and Commitment on Economic and Noneconomic Satisfaction: An Abstract. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2018, , 349-350.	0.1	0
7	Validating Satisfaction as a Mediator between Quality Constructs in Ongoing Supplier Relationships: An Abstract. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2018, , 387-388.	0.1	1
8	Validating a framework of stakeholders in connection to business sustainability efforts in supply chains. <i>Journal of Business and Industrial Marketing</i> , 2017, 32, 124-137.	1.8	27
9	Validating the influence of stakeholders and sources when implementing business sustainability practices. <i>International Journal of Procurement Management</i> , 2017, 10, 248.	0.1	1
10	Validating the influence of stakeholders and sources when implementing business sustainability practices. <i>International Journal of Procurement Management</i> , 2017, 10, 248.	0.1	0
11	Influence of stakeholders and sources when implementing business sustainability practices. <i>International Journal of Procurement Management</i> , 2016, 9, 146.	0.1	5
12	Negative emotions in Mexican, Puerto Rican and Spanish hospitals. <i>International Journal of Quality and Service Sciences</i> , 2016, 8, 17-37.	1.4	2
13	A Triple Bottom Line Dominant Logic for Business Sustainability: Framework and Empirical Findings. <i>Journal of Business-to-Business Marketing</i> , 2016, 23, 153-188.	0.8	52
14	Framing stakeholder considerations and business sustainability efforts: a construct, its dimensions and items. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 287-300.	1.8	30
15	Stakeholder Considerations in Business Sustainability Efforts. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2016, , 719-720.	0.1	0
16	Developing a Business Sustainability Framework Based Upon the Triple Bottom Line Approach. <i>Developments in Marketing Science: Proceedings of the Academy of Marketing Science</i> , 2016, , 673-674.	0.1	0
17	Conceptualising the influence of the cultural orientation of Latin Americans on consumers' choice of US brands. <i>European Business Review</i> , 2015, 27, 477-494.	1.9	16
18	Critical characteristics for the implementation of mass-customized services. <i>European Business Review</i> , 2015, 27, 513-534.	1.9	22

#	ARTICLE	IF	CITATIONS
19	Cross-market dynamics and optimal portfolio strategies in Latin American equity markets. <i>European Business Review</i> , 2015, 27, 161-181.	1.9	11
20	Drivers of LBO operating performance: an empirical investigation in Latin America. <i>European Business Review</i> , 2015, 27, 102-123.	1.9	2
21	The influence of image and consumer factors on store brand choice in the Brazilian market. <i>European Business Review</i> , 2015, 27, 495-512.	1.9	42
22	Corporate social responsibility in emerging markets: case studies of Spanish MNCs in Latin America. <i>European Business Review</i> , 2015, 27, 214-230.	1.9	27
23	Do institutions matter in Latin America?. <i>European Business Review</i> , 2015, 27, 124-147.	1.9	7
24	Brand personality and purchase intention. <i>European Business Review</i> , 2015, 27, 462-476.	1.9	34
25	Subsidiary strategy processes in Latin America. <i>European Business Review</i> , 2015, 27, 535-550.	1.9	5
26	Knowledge creation dynamics within the international new venture. <i>European Business Review</i> , 2015, 27, 182-213.	1.9	34
27	How knowledge flows in university-industry relations. <i>European Business Review</i> , 2015, 27, 148-160.	1.9	14
28	Targeting one's own region: internationalisation trends of Colombian multinational companies. <i>European Business Review</i> , 2014, 26, 531-551.	1.9	37
29	Sustainable business models. <i>Baltic Journal of Management</i> , 2014, 9, 357-380.	1.2	69
30	Competitive advantage in global markets: the case of the salmon industry in Chile. <i>European Business Review</i> , 2014, 26, 568-587.	1.9	13
31	Internationalization of emerging multinationals: the Latin American case. <i>European Business Review</i> , 2014, 26, 588-602.	1.9	15
32	Internationalization dilemma for Brazilian firms: China vs. the Greater Mercosur region. <i>European Business Review</i> , 2014, 26, 514-530.	1.9	6
33	Model of the international competitiveness of SMNEs for Latin American developing countries. <i>European Business Review</i> , 2014, 26, 552-567.	1.9	15
34	An international and comparative study of perceived justice in Mexican, Puerto Rican and Spanish hospitals. <i>International Journal of Pharmaceutical and Healthcare Marketing</i> , 2014, 8, 248-264.	0.7	9
35	Chinese outward investments to emerging markets: evidence from Latin America. <i>European Business Review</i> , 2014, 26, 494-513.	1.9	15
36	Constituents of buyers' satisfaction in Puerto Rican business relationships. <i>International Journal of Electronic Customer Relationship Management</i> , 2012, 6, 193.	0.1	0

#	ARTICLE	IF	CITATIONS
37	Determinants of International Competitiveness in the Pharmaceutical Industry. Esic-market, 2012, 43, 371-385.	0.4	1
38	Determinantes de la Competitividad Internacional en la Industria Farmacéutica. Esic-market, 2012, 43, 387-401.	0.4	0
39	Comercio electrónico: Retos y efectividad del internet en las estrategias de mercadeo. Fórum Empresarial, 1998, 3, 75-76.	0.1	0
40	Amor hacia la marca: una perspectiva de relación continua. Estudios Gerenciales, 0, , 271-282.	0.5	2